



news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

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NOVEMBER 1983 BILLINGS FOR COMMERCIAL HEAT TREATERS DECLINE 2.3% FROM OCTOBER 1983 FIGURES

November's sales figures find the Heat Treating Industry up 31.2% from November, 1982.

Overall, through November 1983, total industry sales amount to \$300.5 million, off 7.3% from the 1982 total for this period of \$324.1 million.

November saw all eight districts of the industry register improved sales over November, 1982 sales.

A summary of percentage change by geographic regions follows:

	<u>District</u>	<u>Nov.. 83 vs.</u> <u>Nov. 82</u>	<u>Total 1983</u> <u>vs. 1982</u>
1	New England (MA-RI-CT)	1.9	-3.5
2	Middle Atlantic (NY-NJ-E.PA-QUE)	27.4	-0.2
3	South Central (W.PA-OH-IN-KY)	34.0	4.9
4	Michigan	84.9	21.3
5	Southeast (VA-NC-SC-GA-AL-TN)	41.7	1.7
6	North Central (IL-WI-MN-MO-IA)	38.5	-6.3
7	Pacific Coast (CA-OR-WA-B.C.)	9.5	-14.9
8	Southwest (TX-OK-AR-CO-AZ-LA)	3.4	-49.1

12/27/83
A6376-1

METAL TREATING INSTITUTE
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ANALYSIS OF NATIONAL BILLINGS
November, 1983

BILLINGS FOR MONTH

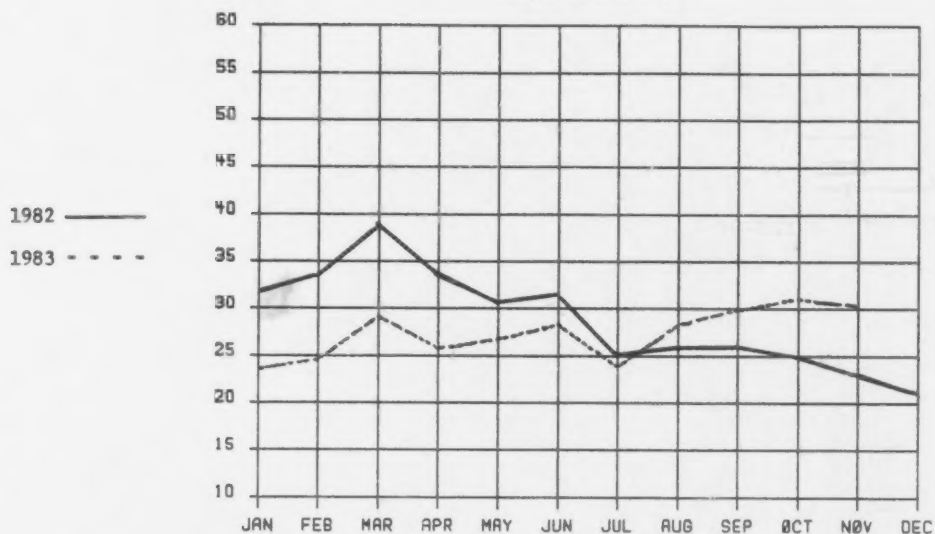
	Total Members	Billings For Month -In Thousands-			Monthly % Of Billings	
		1982	1983	%	1982	1983
Total	275	23148.0	30359.5	31.2	100.0	100.0
Dist. 1	16	1616.7	1647.9	1.9	7.0	5.4
Dist. 2	41	3958.8	5042.6	27.4	17.1	16.6
Dist. 3	53	3679.9	4931.8	34.0	15.9	16.2
Dist. 4	28	2752.5	5088.1	84.9	11.9	16.8
Dist. 5	21	908.6	1287.8	41.7	3.9	4.2
Dist. 6	41	4427.0	6131.7	38.5	19.1	20.2
Dist. 7	35	3735.2	4089.2	9.5	16.1	13.5
Dist. 8	30	2069.3	2140.3	3.4	8.9	7.0
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1982	1983	%	1982	1983
Total	324129.4	300541.7	-7.3	100.0	100.0
Dist. 1	18730.4	18084.2	-3.5	5.8	6.0
Dist. 2	48719.3	48636.1	-0.2	15.0	16.2
Dist. 3	45589.3	48199.0	5.7	14.1	16.0
Dist. 4	38104.2	46217.7	21.3	11.8	15.4
Dist. 5	11968.9	12175.2	1.7	3.7	4.1
Dist. 6	64377.2	60296.5	-6.3	19.9	20.1
Dist. 7	51840.9	44119.7	-14.9	16.0	14.7
Dist. 8	44798.7	22813.2	-49.1	13.8	7.6
Foreign					

MILLIONS

NATIONAL BILLINGS

Gain or Loss

Monthly

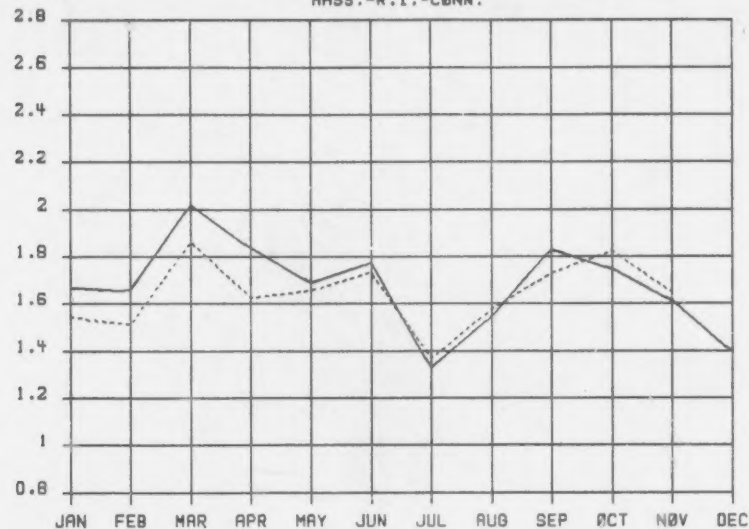
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-26.2	-26.9	-25.0	-23.8	-13.3	-10.0	-4.5	9.0	15.1	24.1	31.2	

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Cumulative	-26.2	-26.6	-26.0	-25.4	-23.2	-21.1	-19.3	-16.4	-13.4	-10.3	-7.3	

MILLIONS

DISTRICT 1
MASS.-R.I.-CONN.1982 ———
1983 - - - -Gain or Loss

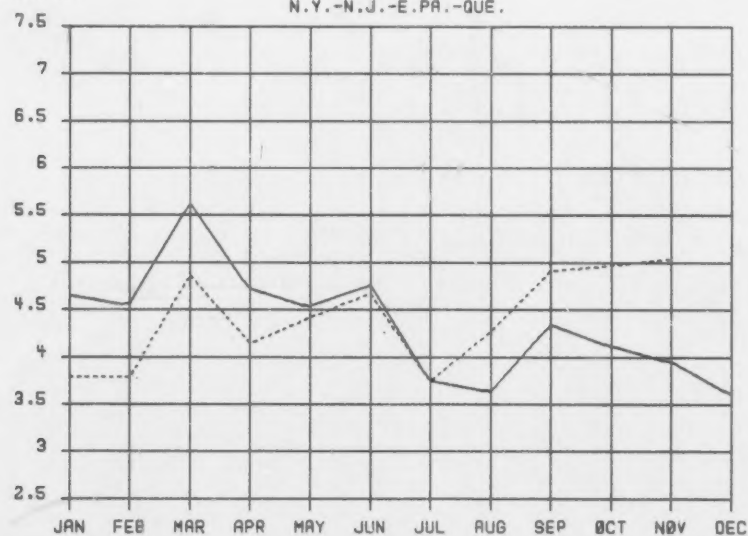
Monthly

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-7.5	-8.8	-7.7	-11.7	-2.2	-2.2	3.0	2.0	-6.9	4.2	1.9	
Cumulative	-7.5	-8.1	-8.0	-8.9	-7.7	-6.8	-5.7	-4.8	-5.0	-4.1	-3.5	

% Change

Cumulative

MILLIONS

DISTRICT 2
N.Y.-N.J.-E.PA.-QUE.1982 ———
1983 - - - -Gain or Loss

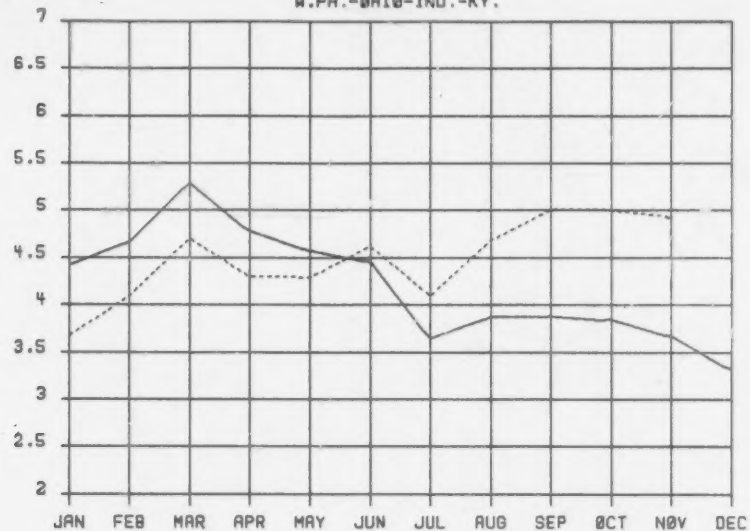
Monthly

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-18.7	-17.0	-13.5	-12.4	-2.8	-1.8	-0.2	17.4	13.0	20.7	27.4	
Cumulative	-18.7	-17.9	-16.2	-15.3	-12.9	-11.1	-9.9	-7.1	-5.0	-2.6	-0.2	

% Change

Cumulative

MILLIONS

DISTRICT 3
W.PR.-OHIO-IND.-KY.1982 ———
1983 - - - -Gain or Loss

Monthly

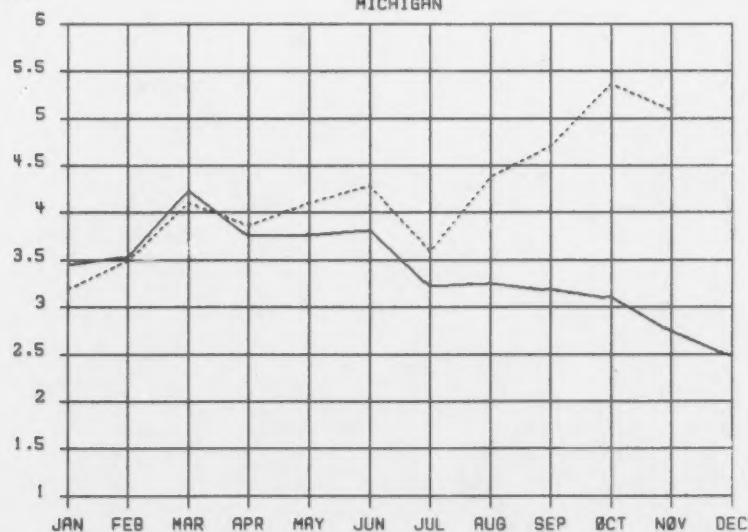
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-16.8	-12.2	-11.0	-10.0	-6.2	3.7	12.3	20.8	27.1	30.3	34.0	

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Cumulative	-16.8	-14.5	-13.2	-12.4	-11.2	-8.9	-6.4	-3.5	-0.5	2.2	4.9	

MILLIONS

DISTRICT 4
MICHIGAN1982 ———
1983 - - - -Gain or Loss

Monthly

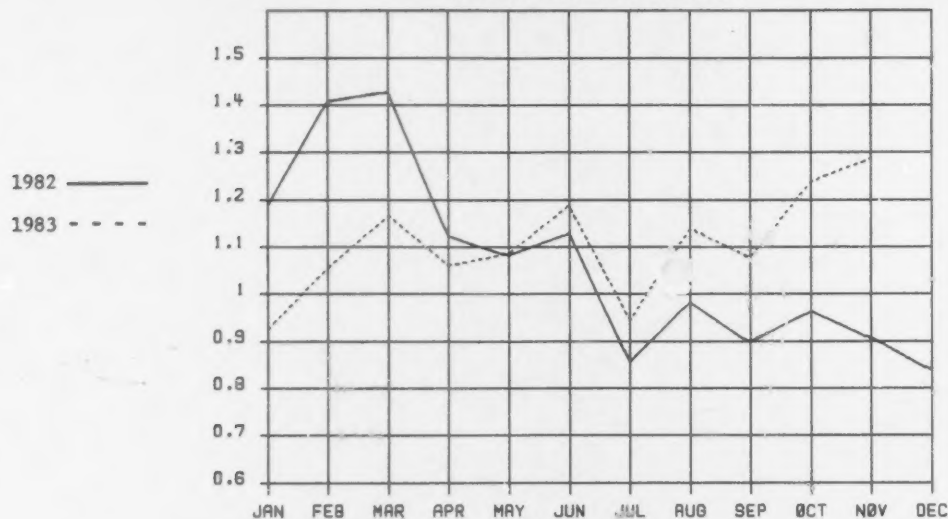
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-7.4	-1.1	-3.0	2.8	9.1	12.5	11.6	34.5	47.7	72.5	84.9	

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Cumulative	-7.4	-4.2	-3.8	-2.1	0.1	2.2	3.4	6.9	10.9	16.3	21.3	

MILLIONS

DISTRICT 5
N.C.-S.C.-GA.-ALA.-TENN.-VA.Gain or Loss

Monthly

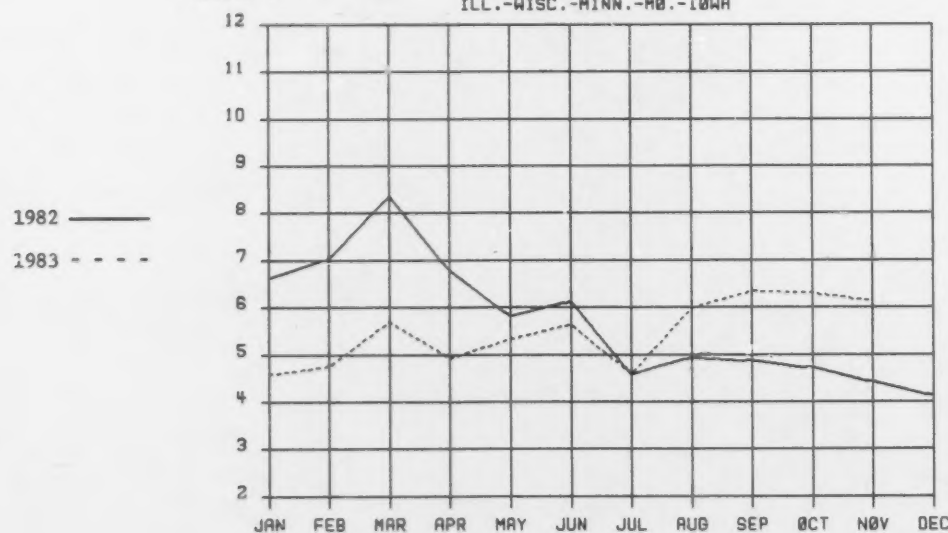
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-22.1	-25.0	-18.2	-5.6	0.4	5.4	10.3	16.1	19.9	28.5	41.7	

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Cumulative	-22.1	-23.7	-21.7	-18.2	-15.0	-11.9	-9.6	-6.8	-4.4	-1.6	1.7	

MILLIONS

DISTRICT 6
ILL.-WISC.-MINN.-MO.-IOWAGain or Loss

Monthly

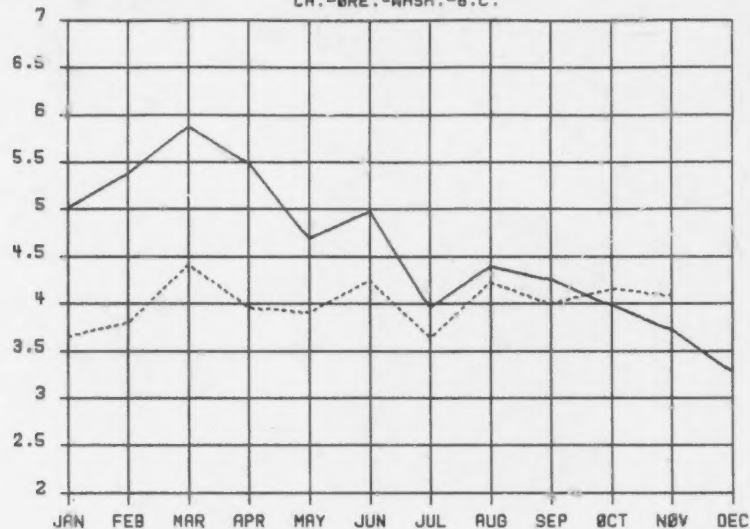
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-30.9	-32.5	-32.0	-27.5	-8.5	-7.9	0.1	21.2	29.9	33.0	38.5	

% Change

Cumulative

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Cumulative	-30.9	-31.7	-31.8	-30.8	-27.0	-24.2	-21.7	-17.5	-13.3	-9.7	-6.3	

MILLIONS

DISTRICT 7
CA.-ORE.-WASH.-B.C.1982 ———
1983 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	-27.3	-29.4	-24.9	-28.0	-16.8	-14.7	-8.2	-3.9	-6.0	4.1	9.5	
% Change	-27.3	-28.4	-27.1	-27.3	-25.5	-23.8	-22.0	-20.0	-18.7	-16.8	-14.9	

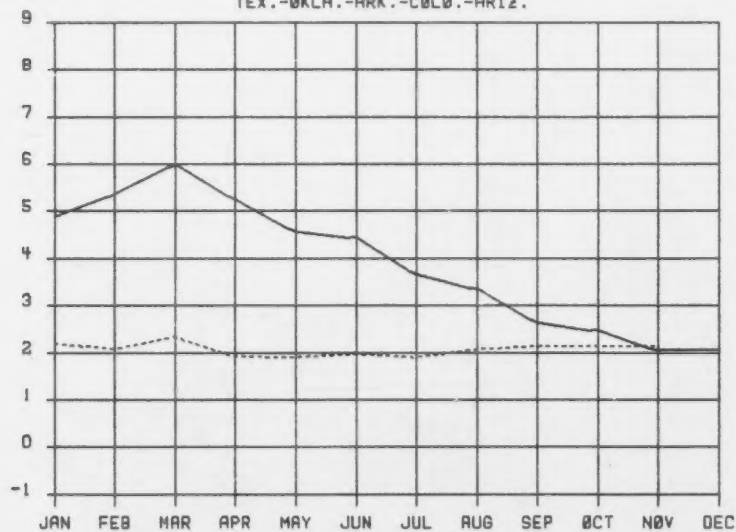
Gain or Loss

Monthly

% Change

Cumulative

MILLIONS

DISTRICT 8
TEX.-OKLA.-ARK.-COLO.-ARIZ.1982 ———
1983 - - - -

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	-54.9	-61.1	-61.2	-63.7	-58.4	-55.6	-47.3	-37.8	-18.4	-13.1	3.4	
% Change	-54.9	-58.2	-59.3	-60.4	-60.0	-59.4	-58.1	-56.3	-53.8	-51.4	-49.1	

Gain or Loss

Monthly

% Change

Cumulative